10. Amount of residential* mortgages on properties in this city and suburbs recent in 1939 and _months of 1937. No record $ 

11. As of 12-31-39, what was the amount of accrued interest as a percentage of total local mortgage account? _% ; Previous year? _% 

12. LOCAL REAL ESTATE OWNED OR MANAGED FOR OTHERS: 

a. Total all properties - this city and suburbs $ 

b. Total residential* properties - this city and suburbs Repossessed propertyed $ 

13. Estimate additional local residential properties in this city and suburbs which probably will be acquired next 12 mo. by foreclosure or otherwise $ 

14. Local residential* properties in 1937 in this city & suburbs which were sold during 1st 6 months of 1937 **See below $ 

15. Usual terms of sale: a. Down payment _10%_; b. Interest rate on balance to _7%_; c. Amortization required _1%_ per month; d. Are taxes and insurance collected monthly? _No_; e. What percentage of sales are made on purchase or land contracts? _100%;_ f. What percentage of equity is required before deed is given _25% to 40%;_ g. What is the usual down payment on contract sales? _10%_; 

16. To what extent are properties reconditioned after acquisition? _Depends on whether desires to sell or hold and rent, also varies with different clients._ 

17. What percentage of dwelling units are occupied? (Exclude those held open for sale) _100%;_ 

18. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign _We handle acquired properties in exactly the same manner as other real estate listed with us or for which we act as property managers._ 

19. Please list the principal institutions for whom your company acts as a correspondent: _We have only sold one piece of property that was taken over by a client to satisfy a lien. However, we did sell repossessed properties owned by building and loan associations and banks and vacant lots taken over by the City of Sacramento for street work. These properties would run about as follows: 1936 = 22 for about $35,000; 1937 = 15 for about $21,000; 1938 (7 mos.) = 7 for about $12,500._ 

* Residential property is defined as a 1-4 family dwelling or a combination business property and dwelling for not more than four families.